

State of Louisiana RFP

Group Service Matrix

Minimum Number	Maximum Number	Navigant Per Person Service Rate	Total Fee At Maximum	20% Change Ratio	Original \$22.00 Group Fee
10	20	\$ 21.00	\$ 420.00	2-4	\$220 - \$440
21	40	\$ 18.00	\$ 720.00	4-8	\$462 - \$880
41	60	\$ 15.00	\$ 900.00	8-12	\$902 - \$1,320
61	N/A	\$ 12.00	\$12 Per Person	12-20	\$1,342+

NOTES

The Navigant Service Rates as outlined:

- 1 Assume Navigant controls the group from inception, including booking, ticketing, maintenance;
- 2 Are non-refundable;
- 3 Include free name changes/substitutions for up to 20% of the individual group total;
- 4 Will be assessed an additional \$8 fee for each name change/substitution in excess of 20% not to exceed the 'Original \$22.00 per person Group Fee'.